

710 700			730	Local Skills
Market Share	Revenue	Costs	Reduce	Design / Development Test Maintenance / Support Integration Prog. Language - C Prog. Language - C++ Prog. Language - Java OS - Windows OS - Linux OS - AIX Language - English Language - Chinese Language - Japanese
0.4	0.4			
0.5	0.5			
0.4	0.4			
0.5	0.5			
0.6	0.6			
0.5	0.5			
0.5	0.5			
0.5	0.5			
0.6	0.6			
0.6	0.6			
0.6	0.6			
0.5	0.5			
0.5	0.5			
0.5	0.5			
			Overall Marketplace	
0	0	0	WW Market Opportunity	
0	0	0	WW CGR	
0.2	0.2	0.1	WW Market Share	
			Geography Marketplace	
0.2	0.6	0	Market Opportunity	
0.2	0.6	0	Market CGR	
0	0.9	0.1	Market Share	
			Geography Environment	
0	0.1	0.7	731	Personnel Cost
0	0.1	0.7	General Business Cost	
0.1	0.1	-0.7	732	Attrition (1=Highest)
0.4	0.4	0.5	Growth Rate	
			Product Sales / Delivery	
0.4	0.6	-0.3	Share Integration, Support, and Sales Force	
0.6	0.4	0.8	Share Business Partners	
0.7	0.5	0.8	Share Spiral Partners	
			Competitors Strength	
740	-0.3	-0.3	WW	
750	-0.7	-0.7	In Geography Market	
0.5	0.5	0.3	Ingrained in competitive technology	

FIG. 7